

May 27,1997

RALPH C. GAILLARD Vice President Military Sales

Winston-Salem, NC 27102 910-741-2614 Fax: 910-741-2526

To: All Region Operations Managers

Subject: <u>Army & Air Force Exchange Service (AAFES ID # 0106-00-00) Carton</u>

Merchandiser Plan-O-Grams

Enclosed find copies of the Army & Air Force Exchange Service plan-o-grams for their Exchange Outlets. The plan-o-grams are for the various configurations of shelving and fixturing in their stores. "CONUS" is a military term for those exchanges located within the "Continental United States," and Alaska. Note there are also plan-o-grams for exchanges in Hawaii. There is also a plan-o-gram for those exchanges that participate in the P.M. Masters Program. This program is sold locally and is at exchange managers discretion. As information, P.M. and B.A.T. are the only tobacco companies offering merchandising agreements to the various military chains.

Per previous correspondence, RJR canceled its military carton and pack merchandising agreements with AAFES and the other military chains. Due to Department of Defense regulations on the sale and merchandising of tobacco products, AAFES and the other military chains cannot participate in our regular merchandising programs. Likewise, our regular merchandising programs should not be offered locally to exchange management. Negotiations of any merchandising agreements from RJR must be presented to the various military chain headquarters.

It should be understood that the enclosed plan-o-grams are for AAFES <u>exchanges only</u>, and not DeCA commissaries. It is our understanding that plan-o-grams for DeCA commissaries will be published in the near future.

The enclosed plan-o-grams should be used to ensure that RJR brands receive their allocated space on all shelving and fixturing, as stipulated on the bottom of the plan-o-grams. Again, we have no contractual agreement with AAFES, but RJR and all companies have been allocated space based on share of category.

This letter and the enclosed plan-o-grams should be provided to all personnel with AAFES call responsibility.

Sincerely,

Ralph

Ralph C. Gaillard

cc: J. V. Maguire w/o enclosures Area Vice Presidents w/o enclosures

<u>Saies</u>	Retail
1221	1222
1222	1223 2 29
1223	1228 2 2
1224	1229 23
(225) 3	ROM
C12833 Z	PC SC
15922,8	MC PA
1240	
1244	RSM BRM

"We work for smokers."

Source: https://www.industrydocuments.ucsf.edu/docs/jmyn0000

MP 91013 CIGARETTES CONUS

COMMENTS: SAV = SAVINGS, FP = FULL PRICE, PM = PHILLIP MORRIS, LIG = LIGGETT, LOR = BRC2 ID: SPACENAN LORRILARD, RJR = REYNOLDS, BW = BROWN & WILLIAMSON
PMSAV LIGSAV RJRSAV BWSAV BWFP BWFP PMFP LORFP RJRFP
PMSAV SAV RJRSAV BWSAV BWSAV BWFP PMFP LORFP RJRFP
PMSAV RJRSAV BWSAV BWSAV BWFP PMFP PMFP CORPE RJRFP
PMSAV RJRSAV BWSAV BWSAV BWFP BWFP PMFP PMFP BMFP BMFP BWFP BWFP BWFP PMFP BWFP BWFP BWFP BWFP BWFP BWFP BWFP BW
PMSAV B BIRJRSAV BWSAV BWSAV BWFP BWFP PMFP PMFP BMFP LORFP BRJRFP
PMSAV BWSAV BWSAV BWFP PMFP PMFP LORFP CORPP PP RJRFP

30'0"

DEPARTMENT CLASS S	į	SAVIN	IGS (43%)	PREM	IIUM (57%)	TOTA	L SHARE
FIXTURE HEIGHT 84"	i	*	# SLOTS	₽	# SLOTS	8	# SLOTS
30 FEET	PM	27	438	59	1260	45	1698
	BW	48	774	10	210	26	984
	RJR	16	252	15	312	16	564
	LM	8	132	1	24	4	156
	LOR APRIL	1 1997	· 24	15	318	9	342

QUESTIONS /COMMENTS: EMC2 ID: SPACEMAN	LORRILARD,	ULL PRICE, PM = PHILLIP N RJR = REYNOLDS, BW = BR	
PMSAV D RJRS	SAV BWSAV	BWFP LORFP RJRFP	PMFP
PMSAV P S RURS	BWSAV	BWFP LORFP RJRFP	PMF P
PMSAV B RJRSA	V BWSAV	BWFP LORPP RJRFP	PMFP
PMSAV B RJRS	AV BWSAV	BWFP LORFP RJRPP	PMF P
PMSAV RJRJRS-	BWSAV	WFP LORFP RJRFP	PMFP
PMSAV 3 3 A	V BWSAV	à la lorfp de Right	PMFP
			

PRIE ICRIC

DEPARTMENT CLASS B		SAVI	NGS (43%)	PREM	IUM(57%)	TOTA	L SHARE
FIXTURE HEIGHT 84° 30 FEET	PM BW RJR LM LOR APRIL	% 27 48 16 8 1 1997	# SLOTS 288 516 174 84 12	% 59 10 15 1	# SLOTS 834 138 210 18 210	45 · 26 16 4 9	# SLOTS 1122 654 384 102 222

Source: https://www.industrydocuments.ucsf.edu/docs/jmyn0000

MP 91013 CIGARETTES CONUS

QUESTIONS /COMMENTS: EMC2 ID: SPACEMAN	I	S, FP = FULL PR ORRILARD, RJR =	ICE, PM = PHILL) REYNOLDS, BW =	IP MORRIS, LIG BROWN & WILLI	= LIGGETT, LOR = AMSON
PMSAV S	RJRSAV BW	SAV	LORFP RJRFP		PMFP
PMSAV S	RJRSAV	SAV	LORFP		PMFP
PMSAV B	RJRSAV.	wsav Bwf	P LORFP RJRPP		PMPP
PMSAV	RJRSAV BW	SAV	LORFP		РМРР
PMSAV B	RJRSA BWSA	V BWFP	LORFPRJRFP		PMFP
PMSAV 3	rjrsa Bws	AV BWFP	LORFP LIG-RJR	FP	PMFP
			440		

DEPARTMENT CLASS A		SAVII	NGS (43%)	PREM	IUM(57%)	TOTAL	SHARE
FIXTURE HEIGHT 84° 24 FEET	PM BW RJR LM LOR APRIL	% 27 48 16 8	# SLOTS 348 612 210 102 12	% 59 10 15 1	# SLOTS 1002 168 258 18 258	% 45 26 16 4 9	# SLOTS 1350 780 468 120 270

QUESTIONS /COMMENTS: EMC2 ID: SPACEMAN		FP = FULL PRICE, PM = PHILLI ILARD, RJR = REYNOLDS, BW =	
PMSAV P RJRSAV	BWSAV	LORFP RJRFP	PMFP
PMSAV S RJRSAV	BWSAV	- A LORFP RJRFP D D D D D D D D D D D D D D D D D D D	PMFP
PMSAV E RJRSAV	BWSAV	LORFP RJRFP	PMFP
PMSAV 8 RJRSAV	BWSAV	C LORFP RJRFP	PMF P
PMSAV S RJRSAV	BWSAV	LORFP RJRFP	PMFP
PMSAV S S S S	BWSAV	LORFP C RJRFP	PMF P

DEPARTMENT CLASS C	i	SAVIN	IGS (43%)	PREM	(IUM(57%)	TOTA	L SHARE
PIXTURE HEIGHT 84* 16 FEET	PM BW RJR LM LOR APRIL	% 27 48 16 8 1	# SLOTS 228 408 132 72 12	% 59 10 15 1	# SLOTS 666 108 174 12 168	% 45 26 16 4 9	# SLOTS 894 516 306 84 180

QUESTIONS/COMMENTS: EMC2 ID: SPACEMAN	SAV = SAVINGS, FP = FULL PRICE, PN LIGGETT, LOR = LORRILARD, RJR = WILLIAMSON	REYNOLDS, BW = BROWN &
Service state of the service of the	ALL AND	Aesalphi mores
PMSAV S S		
1 4 4 4 5 6 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4	BMSAA- BWSA BE	PMF P
i i i i i i i i i i i i i i i i i i i		
		the state of the s
DMC NV — S — S — S — S — S — S — S — S — S —		
+PMSAV - SI SI	BRSAA — BWSAA — BWSAA — BWSAW	PMFP
+		
	the state of the s	
DMC AV S S	BWSAV L	
PMSAV - S	R. C. R. P.	PMFP
 		
	The state of the s	
PMSAV S BWS	9	
PMSAV S BWS	SAV LORFP RJRFP	PMFP -
5-2-1		
	Ω	 -
BMS SA	SAV LORFP RJRFP	PMFP
 	m m	
		mannamanna an
DASAN BMS		
PMSAV SS SS BWS	SAV————————————————————————————————————	PMFP
1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	╏┈╶╎┈╎┈╎┈╎┈╎┈╎┈╏┈╏┈╏┈╎┈╎┈ ╏┈┡┦╌╏╼┩┡ [┎] ├─┦─┼─┤	
Excused the control of the control o		

PER ICRIC

DEPARTME	ENT CLAS	SS D
FIXTURE	HEIGHT	84"
12 FEET		

	0.3377	NOC / 430 \		TID (/ CDA)		
	SAVI	NGS(43%)	PREM	IUM(57%)	TOTAI	SHARE
	€	# SLOTS	*	# SLOTS	8	# SLOTS
PM	27	180	59	486	45	666
BW	48	306	10	84	26	390
RJR	16	90	15	120	16	210
LM	8	60	1	12	Ã	72
LOR	1	12	15	126	9	138
APRII	1997	•			•	150

QUESTIONS/COMMENTS: EMC2 ID: SPACEMAN

	= SAV LIP M	RJR	, L	G : EYNO	DLDS	GGETT	, LO	
- PMSAV-	RJRSAV	BWSAV-	LORFP	- C	KOKE P		IFP	3.6
PMSAV	RJRSAV	BWSAV		RJRFP		PMF	P	
PMSAV	RJRSAV	+BWSAV		RJRFP		PMF	P	
PMSAV		SAV	BWFP	LORFP	RJREP	PM	FP	
PMSAV R	BWSAV	1 db. %		T TOOK F	RJRFP		FP-	
PMSAV	-LIGSAV	LORSAV	LORFP	LIGFP	RJRFP	PM	FP-	
			-4'	0"-				$\stackrel{\hspace{1cm} \hspace{1cm} 1cm$

	1						
DEPARTMENT CLASS E		SAVI	NGS (43%)	PREI	MIUM(57%)	TOT	AL SHARE
FIXTURE HEIGHT 84"	•	*	# SLOTS	8	# SLOTS	*	# SLOTS
4 FEET	PM	27	54	59	156	45	210
	BW	48	96	10	24	26	120
	RJR	16	36	15	42	16	. 78
	LM	8	12	1	6	4	18
	LOR	1	6	15	36	9	42
	APRTI	1997					

MP 91013 CIGARETTES CONUS

QUESTIONS /COMMENTS: EMC2 ID: SPACEMAN	SAV = SAVINGS, FP = FULL PRICE, PM = PHILLIP MORRIS, LIG = LIGGETT, LOR = LORRILARD, RJR = REYNOLDS, BW = BROWN & WILLIAMSON
PMSAV	JIGSAV RJRSAV BWSAV BWFP LORFP RJRFP PFF PMFP
PMSAV LI	RJRSAV BWSAV BWSAV BWFP LORFP RJRPP PFF PMFP
PMSAV S	RJRSAV BWSAV BWFP LORPP RJRFP PFF PMFP
PMSAV :	RJRSAV HIJI BWSAV BWFP LORFP RJRFP PFF PMFP
PMSAV	BWSAV BWSAV BWFP LORFP RJRFP PMFP
PMSAV LIC	RJRSAV BWSAV BWFP LORFP LIGFF RJRFP PMFP PMFP

51851 9185

DEPARTMENT CLASS S		SAVINGS	(43%)	PREMIUM	(57%)	TOTAL
FIXTURE HEIGHT 74* 30 FEET	PM BW RJR LM LOR	* # 27 48 16 8 1	SLOTS 438 774 252 132 24	% # 59 10 15 1	SLOTS 1260 210 312 24 318	45 26 16 4

MP 91013 CIGARETTES CONUS

QUESTIONS /COMMENTS: EHC2 ID: SPACEMAN	SAV = SAVINGS, FP = FULL PRICE, PM = PHILLIP MORRIS, LIG = LIGGETT, LOR = LORRILARD, RJR = REYNOLDS, BW = BROWN & WILLIAMSON
PMSAV	RJRSAV BWSAV BWFP LORFP RJRFP PMFP PMFP
PMSAV	RJRSAV BWSAV BWFP LORFP RJRFP PMFP
PMSAV S	RJRSAV BWSAV BWFP LORFP RJRFP PMFP
PMSAV	RJRSAV BWSAV BWFP LORFP RJRFP PMFP PMFP PMFP BWFP BWFP BWFP BWFP BWFP BWFP BWFP BW
PMSAV	RJRSAV BWSAV BWFP LORFP RJRFP P PMFP PMFP
	BWFP LORFP S RJRFP PMFP
Le transporter	
	25′0*

51851 9186

DEPARTMENT CLASS A		SAV	INGS (43%)	PRE	MIUM(57%)	TO'	TAL SHARE
FIXTURE HEIGHT 74.		€	# SLOTS	¥	# SLOTS	8	# SLOTS
25 FEET	PM	27	360	59	1044	45	1404
	BW	48	636	10	174	26	810
	RJR	16	210	15	264	16	474
	LM	8	108	1	18	4	126
	LOR	1	18	15	264	9	282
	APRTI	1997				·	-

Source: https://www.industrydocuments.ucsf.edu/docs/jmyn0000

QUESTIONS /COMMENTS: EMC2 ID: SPACEMAN	SAV = Si	VINGS, FP = LORRILAR				LIG = LIGG VILLIAMSON	ETT, LOR =
PMSAV BY RJI	RSAV	BWSAV	BWFP	LORFP	RJRFP	PMFP	
PMSAV B RJI	RSAV.	BWSAV	BWFP	LORFP	RURFP	PMFP	
PMSAV 8 RJRS	AV	BWSAV	BWFP L	ORFP	JRFP -	PMFP	
PMSAV 6 RJRS	AV	BWSAV	BWFP	ORFP	WRFP	PMFP	
PMSAV B RJRS	AV	BWSAV	BWFP L	ORFP	URFP	PMFP	
PMSAV § § R	JRS- AV	BWSAV	H BM L	ORFP S	RJRFF	PMFP	
			20 <i>′</i>	0."	Addish See Se		

DEPARTM	ENT (CLAS	SS B
FIXTURE	HEIG	GHT	74"
20 FEET			

}	SAV	INGS (43%)	PRE	MIUM(57%)	TOT	TAL SHARE
PM BW RJR LM LOR APRIL	% 27 48 16 8 1	# SLOTS 288 510 174 84 12	\$ 59 10 15 1	# SLOTS 828 138 216 18 216	8 45 26 16 4 9	# SLOTS 1116 648 390 102 228

QUESTIONS/COMMENTS : EMC2 ID: SPACEMAN	SAV = SAVINGS, FP = FULL PRICE, PM = PHILLIP MORRIS, LIG = LIGGETT LOR = LORRILARD, RJR = REYNOLDS, BW = BROWN & WILLIAMSON
PMSAV - G - RJRSAV	BWSAV LORFP RJRFP PMFP
PMSAV 9 RJRSAV	BWSAV - LORFP RJRFP - PMFP
PMSAV - 9 RJRSAV	BWSAV E LORFP RJRFP PMFP
PMSAV C RJRSAV	BWSAV E LORFP RJRFP PMFP
PWSAV - LIGGSA - AVSWA	BWSAV DORFP RJRFP PMFP
LLG ASA	BWSAV S LORFP S S PMFP
<	15'0'-

PIRPI BIRR

DEPARTMENT CLASS C	l	SAVI	NGS (43%)	PREI	MIUM(57%)	TOT	AL SHARE
FIXTURE HEIGHT 74"]	&	# SLOTS	ક્ષ	# SLOTS	&	# SLOTS
15 FEET	PM	27	216	59	630	45	846
	BW	48	384	10	108	26	492
	RJR	16	126	15	150	16	276
	LM	8	72	1	12	4	84
	LOR	1	12	15	162	9	174
	APRTI.	1997				-	

QUESTIONS/COMMENTS: ID: SPACEMAN	EMC2		TT, LOR = LOR	PRICE, PM = PHILL RILARD, RJR = REYN WILLIAMSON	
- RJGSAV-	BWSAV	3WF - 2WF - 100 -	RJRFP	PMFP	
AV - VASMA	BWSAV	BWFP	RJRFP	PMFP	
A VASWA VASW	BWSAV	BB C	R. P. R. P.	PMPP	
LIGSAV CSAV	BWSAV	RWFP LORFP	RJRFP	PMFP	
PWSAV SSM	BWSAV	BWFP	RJRFP	PMFP	12 12 12 12 12 12 12 12 12 12 12 12 12 1
PMSAV LORSAV	BWSAV	BWFP	LIGEP	PMFP	

EPARTMENT CLASS D		SAVI	NGS (43%)	PREI	MIUM(57%)	TOT	PAL SHARE
'IXTURE HEIGHT 74"	- 1	8	# SLOTS	₽	# SLOTS	8	# SLOTS
0 FEET	PM	27	138	59	408	45	546
_	BW	48	252	10	72	26	324
·	RJR	16	78	15	102	16	180
	LM	8	42	-ĭ	12	4	54
	LOR	Ĩ	12	15	108	9	120
	APRIL	1997				_	

QUESTIONS/COMMENTS: EMC2 ID: SPACEMAN

SAV = SAVINGS, FP = FULL PRICE, PM = PHILLIP MORRIS, LIG = LIGGETT, LOR = LORRILARD, RJR = REYNOLDS, BW = BROWN & WILLIAMSON

LIGSAV LIGSAV PMSAV PMSAV PMSAV PMSAV PMSAV PMSAV PMSAV PMSAV LORSAV RJRSAV RJR
LIGEP RJRPP
LIGEP LORP RUSAV PMSAV PMSAV PMSAV LIGEP RURP BWRAV BWSAV BW
LIGEP RJRPP
LIGSAV PMSAV LIGSAV LIGSAV RJRSAV BWSAV BWSAV BWSAV BWSAV BWSAV BWRP LORFP BWFP LIGFP RJRFP RJRF
LIGSAV PMSAV LIGSAV LIGSAV LORSAV RJRSAV RJRSAV BWSAV KJRSAV BWSAV LORP BWSAV EXTRP
LIGSAV PMSAV LIGSAV LIGSAV RJRSAV BWSAV BWSAV BWSAV BWSAV BWSAV BWRP LORFP RJRFP LIGFP RJRFP RJFP RJ
LIGSAV PMSAV LIGSAV LIGSAV RJRSAV BWSAV BWSAV BWSAV BWSAV BWSAV BWRP LORFP RJRFP LIGFP RJRFP RJFP RJ
LIGSAV LORSAV LORSAV RARSAV LORFP LORFP LORFP LORFP Add dd dd
LIGSAV LORSAV LORSAV RARSAV LORFP LORFP LORFP LORFP Add dd dd

1851 919

DEPARTMENT CLASS E IXTURE HEIGHT 74.

	SAVI	NGS (43%)	PREI	MIUM (57%)	TOTAL SHARE			
	8	# SLOTS	8	# SLOTS	¥	# SLOTS		
PM	27	72	59	204	45	276		
BW	48	126	10	30	26	156		
RJR	16	42	15	54	16	96		
LM	8	.18	1	6	4	24		
LOR	í	6	15	54	9	60		
APRTI	. 1007	•		* -	•			

MP 91013 CIGARETTES MASTER

PM = PHILLIP MORRIS, L&M = LIGGETT, LOR = LORRILARD RJR = REYNOLDS, BW = BROWN & WILLAMSON PM SAV PM F P PM F P RJ BW F LOR R PM F P RJR F P s-F P A۷ LI RJR G LOR R F BW SAV F S-SAV F P ΑV ΓI RJBW RJR LOR G R BW SAV F F SAV S-F P P AV RJ LO LI LO RJ G F P R F P R F P RRG F BW SAV s-|s-|s-AV AV AV

.ALLOCATE SPACE BY PERCENT REGARDLESS OF FIXTURE SIZ	SAVINGS(43%) PREMIUM(57%) TOTAL SHARES % # SLOTS % # SLOTS % # SLOTS PM - 27 , 48 , 59 , 139 , 45 , 187 BW - 48 , 90 , 10 , 25 , 26 , 115 RJR - 16 , 30 , 15 , 35 , 16 , 65 LM - 8 , 15 , 1 , 6 , 4 , 21 LOR - 1 , 6 , 15 , 35 , 9 , 41 APRIL 1997
--	--

MP 91014 CIGARETTES HAWAII

SAV = SAVINGS, F P = FULL PRICE, PM = PHILLIP MORRIS, BW = BROWN & WILLIAMSON, RJR = REYNOLDS, LOR = LORRILARD LOR RJR RJR SAV R BW SAV BW F P PM F P F P F P LOR F RJR RJR SAV R BW SAV BW F P PM F P F P RJR SAV LOR F RJR BW SAV BW F P PM F P F P RJR LOR F RJR BW SAV BW F P PM F P SAV F P Ρ. LOR RJR RJR SAV BW SAV BW F P PM F P F P FP LOR RJR PM F P RJR SAV BW SAV BW F P F P F P

DEPARTMENT S PREMIUM SAVINGS TOTAL SHARES FIXTURE HEIGHT 74* % # SLOTS % # SLOTS % # SLOTS PM - 30 , 108 , 1 , 4 , 31 , 17.5 FEET 112 BW - 8, 29, 41, 147, 49, RJR - 5 , 18 , 8 , 29 , 13 , 47 LOR - 6 , 21, 1, 4, 7, Z616 TS81S UPDATE 1 MAY 96

MP 91014 CIGARETTES HAWAII

SAV = SAVINGS, F P = FULL PRICE, PM = PHILLIP MORRIS, BW = BROWN & WILLIAMSON, RJR = REYNOLDS, LOR = LORRILARD									
RJR SAV	LO R SA V	BW SAV	BW F P	PM F P	LOR F P	RJR F P			
RJR SAV	LO R SA V	BW SAV	BW F P	PM F P	LOR F P	RJR F P			
RJR SAV	LO R SA V	BW SAV	BW F	PM F P		RJR F P			
R SAV		BW SAV	BW F P	PM F P	LOR P	F RJR F P			
R SAV		BW SAV	BW F P	PM F P	LOR				
R SAV		BW SAV	BW F	PM F P	LOR P	F RJR F P			
	RJR SAV RJR SAV	RJR R SAV V LO RJR R SAV V SAV V SAV V SAV V SAV SAV V SAV SA	RJR R SAV BW SAV RJR R SAV SA BW SAV RJR R SAV SA BW SAV BW SAV BW SAV BW SAV BW SAV BW SAV BW SAV	RJR SAV BW SAV BW F P RJR SAV SA BW SAV BW F P RJR SAV SA BW SAV BW F P RJR SAV SA BW SAV BW F P RJR SAV BW SAV BW F P RJR SAV BW SAV BW F P R SAV BW SAV BW F P R SAV BW SAV BW F P R SAV BW SAV BW F P	REYNOLDS, LOR = LORRILARD RJR RSAV SA BW SAV BW F P PM F P RJR SAV V BW SAV BW F P PM F P RJR R SAV SA BW SAV BW F P PM F P R SAV SAV SA BW SAV BW F P PM F P R SAV BW SAV BW F P PM F P R SAV BW SAV BW F P PM F P R SAV BW SAV BW F P PM F P	REYNOLDS, LOR = LORRILARD RJR R R SAV BW F P PM F P LOR F P RJR R SAV SA BW SAV BW F P PM F P LOR F P RJR SAV SA BW SAV BW F P PM F P LOR F P RJR SAV SA BW SAV BW F P PM F P LOR F P RSAV SA BW SAV BW F P PM F P LOR F P R SAV BW SAV BW F P PM F P LOR P R SAV BW SAV BW F P PM F P LOR P R SAV BW SAV BW F P PM F P LOR P R SAV BW SAV BW F P PM F P LOR P			

PREMIUM TOTAL SHARES DEPARTMENT B SAVINGS % # SLOTS % # SLOTS # SLOTS FIXTURE HEIGHT 74" 12.5 FEET PM - 30 , 77 , 1 , 3 , 31 , 80 BW - 8 , 21 , 41 , 106 , 49 , 127 RJR - 5 , 13, 8, 21, 13, 34 LOR - 6, 15, 1, 3, 7, E616 IS81S UPDATE 1 MAY 96

And the second s

MP 91014 CIGARETTES HAWAII

SAV = SAVINGS, F P = FULL PRICE, PM = PHILLIP MORRIS, BW = BROWN & WILLIAMSON, RJR = REYNOLDS, LOR = LORRILARD PM RJR R SA V SAV SA V BW LOR RJR BW SAV PM F P F P FPFP PM RJR R SA SAV SA V LOR RJR BW SAV PM F P F P FPFP RJR BW F LOR RJR BW SAV PM F P SAV P FPFP RJR BW F LOR RJR BW SAV PM F P SAV P FPFP BW F LOR RJR SAV BW SAV PM F P P F P RJR BW F LOR BW SAV PM F P SAV F P

DEPARTMENT C FIXTURE HEIGHT 74" 10 FEET

\$616 IS8IS

PREMIUM SAVINGS TOTAL SHARES % # SLOTS % # SLOTS # SLOTS PM - 30 , 61, 1, 2, 31, BW - 8 , 16 , 41 , 84 , 49 , 100 RJR - 5 , 10 , 8 , 17 , 13 , 27 LOR - 6 , 12, 1, 2, 7, UPDATE 1 MAY 96

A SAMARA AND

1. BA

16 m

MP 91014 CIGARETTES HAWAII

SAV = SAVINGS, F.P = FULL PRICE, PM = PHILLIP MORRIS, BW = BROWN & WILLIAMSON, RJR = REYNOLDS , LOR = LORRILARD

PM RC SA V SZ	V SA		BW SAV	B	P	PM F P	LC F	R P	2860
PM RC SA V SA	IR R V SA V		BW SAV	B	W P	PM F P	LC F	P	ያαμο
RJR SAV			SAV .	BW F P		PM F P	LC F	R P	RRFP
RJR SAV			SAV	BW F P		PM F P	S R F P	RJ F	R P
rjr Sav	•		SAV	BW F P		PM F P	K R F P	RJ F	R P
RJR SAV		BW	SAV	BW F P		PM F P		SRFP	RJ R F P

DEPARTMENT D
FIXTURE HEIGHT 74*
7.5 FEET

21821 3162

PREMIUM SAVINGS TOTAL SHARES \$ # SLOTS \$ # SLOTS

PM - 30 , 47 , 1 , 2 , 31 , 49

BW - 8 , 12 , 41 , 64 , 49 , 76

RJR - 5 , 8 , 8 , 12 , 13 , 20

LOR - 6 , 9 , 1 , 2 , 7 , 11

UPDATE 1 MAY 96

and the second

MP 91014 CIGARETTES HAWAII

SAV = SAVINGS, F P = FULL PRICE PM = PHILLIP MORRIS, BW = BROWN & WILLIAMSON, RJR = REYNOLDS. LOR = LORRILARD BW SAV PM F P BW SAV PM F P SAV PM F P BW SAV SAV B W F P BW SAV PM F P BW BW SAV PM F P BW BW SAV PM F P

DEPARTMENT E FIXTURE HEIGHT 74* 5 FEET

9616 19819

PREMIUM SAVINGS TOTAL SHARES % # SLOTS % # SLOTS

PM - 30 , 31 , 1 , 1 , 31 , 32

BW - 8 , 8 , 41 , 42 , 49 , 50

RJR - 5 , 5 , 8 , 8 , 13 , 13

LOR - 6 , 6 , 1 , 1 , 7 , 7